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December 2015



450 exhibitors, 5 halls, 4 days, **1 January Furniture Show**



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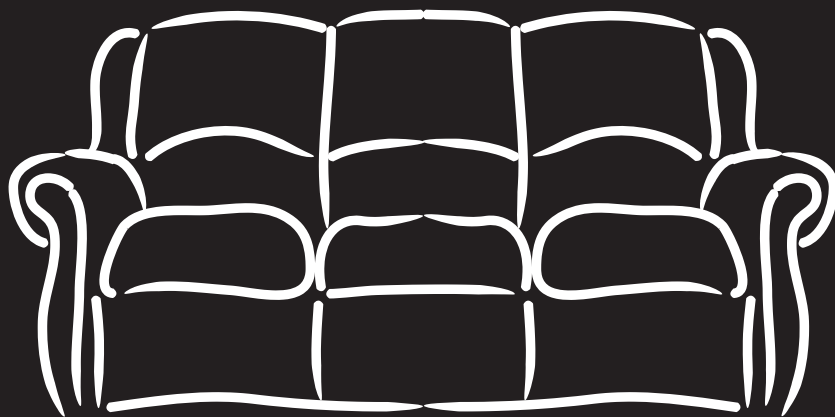
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Andrew Kidd

EDITOR

The missing link

Surely by now the government should have come up with a way of getting more badly needed homes built

Obviously the proof of the pudding will be in the eating, but it seems that 2015 will be remembered as the year the interiors market stabilised itself, after having got back on its feet in 2013, and wobbled uncertainly forward a bit in 2014.

And with a bit of luck it'll carry on its progress in 2016. Perhaps not running, but hopefully walking confidently. With consumer confidence, interest rates, inflation and wages all doing their bit to boost retailing, it seems the major issue holding back the market is housing.

Everyone knows how closely linked the housing and interiors markets are, but with the major home building companies complaining about a lack of opportunities, you would have thought the government

would have come up with a proper plan to build the 250,000 homes a year the housing charity Shelter says we need to solve the lack of affordable housing. After all, it has had six years to do something.

The lack of housing means consumers have no choice but to spend ever increasing amounts of their income on paying a mortgage or rent, leaving less to spend on anything else, meaning the sofa, carpet or wardrobe will have to last just that bit longer.

With the major house builders unable or unwilling to build sufficient numbers of homes that make the profits they want, isn't it time the government started building its own or let local councils build them?

I'm not suggesting concreting over half the countryside, as there are plenty of brownfield sites that could be transformed. As I write this George Osborne is delivering his Autumn Statement to the House of Commons: he wants to allow local authorities to decide on Sunday trading hours (in England and Wales), so why not let them decide about housing?

Finally, on behalf of everyone at *Interiors Monthly* may I wish you a merry Christmas, a happy New Year and, of course, a prosperous winter sale.

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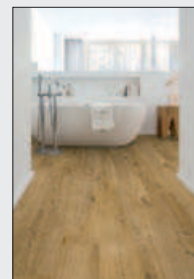
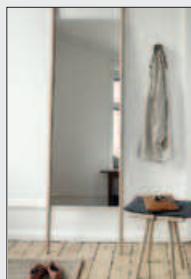
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INTERIORS MONTHLY DECEMBER 2015

INSIDE THIS ISSUE

NEWS

- 6 Harvey Norman opens flagship store**
- 10 Orders up at ScS**
- 14 MBO at Lee Longlands**

FEATURES

- 24 Online**
Which flooring retailers consumers searched for
online and the keywords you need to use
- 30 Design**
Winners of the German Design Awards
- 39 Living and dining**
Look Nörd and an alternative to concrete
- 44 Upholstery**
On the up, easy access and international trio
- 52 Preview**
January Furniture Show
- 66 Buying groups**
Winning package and new image
- 70 Retail**
Baxter’s big picture
- 76 Review**
Brussels Furniture Fair
- 78 Preview**
Domotex and Top Drawer

REGULARS

- 18 New products**
- 20 Service**

NEXT ISSUE

January Furniture Show guide
IMM Cologne preview
Shanghai surprise



Harvey Norman has used concessions to widen its offer

One stop shop for Harvey Norman

Harvey Norman has widened its product offer to include flooring and soft furnishings at its new flagship store.

The chain has recruited concession retailers at the 61,000sqft Boucher Road, Belfast store, the former home of Fultons.

The Home Centre, which employs 65 staff, hosts concession retailers Colortrend, Matt Britton Flooring, Signature Curtains and Blinds, and the 140-seat Synge & Byrne restaurant.

'We are extremely excited to be opening this new store in such an iconic location on the Boucher Road in Belfast. Harvey Norman's brand is strong in Belfast, but we've not put our best foot forward with our older Newtownabbey store, the building and the location has been a challenge. This relocation will finally allow us to fully represent the best of our offering

to our customers,' says Blaine Callard, Harvey Norman Ireland ceo.

He says the store has everything for creating or renovating a perfect home.

'I think our customers will be delighted with the scale and presentation of the store. There is nothing like this in Belfast. Our stores in Northern Ireland have been some of our fastest growing globally during the last year, so it's clear that people love shopping with us,' adds Callard.

Eamon McFadden, store manager, says the store has Belfast's largest sofa, furniture and bedding range with over 90 sofas on the shopfloor and more than 300 different bedding options.

'From custom dining sets to a top class nursery section, the Boucher Road store has everything for the home under one roof,' adds McFadden.

Furniture sales not hit by Black Friday effect

Furniture retailers were among the few sectors that were able to shrug off the pre-effects of Black Friday as retail sales dropped in October as shoppers anticipated discounts at the end of November.

Like for like retail sales fell by 0.2% in October as consumers held back on shopping, according to the British Retail Consortium-KPMG Retail Sales Monitor.

'October was a somewhat disappointing month overall for retailers. A number of categories which we would typically expect to be popular on Black Friday saw a slowdown in October, suggesting that some shoppers may be holding out in the hope of some great deals at the end of November,' says Helen Dickinson, BRC chief executive.

'Furniture had a good month, however, probably boosted by higher disposable incomes.'

Supermarkets continued to face pressure on margins from price cuts and were also hurt by England's early exit from the Rugby World Cup, which was seen to have affected alcohol sales.

Expansion for John Lewis at home and abroad

John Lewis is to open its first stores in Continental Europe next year and an At Home in Brighton and Hove in 2017.

The Brighton At Home store will be on the site occupied by Boots in the city's North Street. John Lewis bought the freehold to the building last December.

'We have held a long-term ambition to have a presence in Brighton. Although a shop opening is a long way off, over the coming months we intend to work closely with local retail, business, and

community organisations in the city as we develop more detailed proposals. We hope to submit a planning application in the first half of 2016,' says Andrew Mills, John Lewis acquisitions and development manager.

With a planning application not due until next year, the store is unlikely to open before 2017.

The chain opened its 14th At Home UK store at Basingstoke on 12 November.

It will open seven shop-in-shops in

branches of Dutch department store chain de Bijenkorf of between 300sqft-500sqft. Three will open in Amsterdam, Rotterdam and The Hague by next April, with the rest due by the end of the year.

'Our existing shop-in-shops in Singapore, the Philippines and South Korea are trading well. While we remain committed to our UK physical expansion we hope to announce more international collaborations in 2016,' says Andy Street, John Lewis md.

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Look for the Butterfly

The three kings of the carpet world

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The hero brand - Invictus. Invincible comfort, developed this year through the latest generation of yarn technology. iVinci SDO StainAway is the multi width carpet that combines appealing softness with superb colours and outstanding stain resistance. Pegasus, Perseus, Orion and Sirius are the range stars to look out for this Christmas.

The unique brand - iSense. Unrivalled because iSense has offered the perfect combination of softness and resilience since 2014. This ultra-hard wearing range features polyamide fibres with amazing bounce-back qualities and carries a full 20-year warranty. Adoration, Illusions, L'amour, Seduction, Serenity, Splendour and Surprise will all take your breath away.

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Order now, before the last-minute rush

We're open until midday 23 December and reopen on 4 January next year. Make sure you're ahead of the game by contacting our sales office as soon as possible. 2016 will see further investment in our delivery fleet, continuing our policy of providing you with a highly efficient service. With Associated Weavers you'll continue to have the utmost confidence in offering all our well-respected brands to your customers.

See all that's new at Domotex

See in the New Year with a trip to preview all our new ranges at Domotex in Hanover from 16-19 January. We'll be showing new ideas and selections, including our incredibly successful iSense brand and additional Invictus ranges. Associated Weavers will also be relaunching the long-standing StainAway brand which contains top selling, existing flagship products Harvest Heathers, Sophistication, Temptation and Tuftex Twist. Head to Stand A20 in Hall 6 for some of the best branded carpet product ranges in Europe. But if you can't make the show, your Associated Weavers sales manager will soon be with you to give you a full update on our exciting new collections.

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ScS will open its next store on Boxing Day

Orders up but growth slows at ScS

Upholstery and flooring chain ScS has seen orders rise, but growth has slowed.

Ahead of its AGM last month, the chain said like for like orders were 7.9% higher in the 16 weeks to 14 November.

However, it compared with a 13.3% rise in the nine weeks to 19 September.

'The board is pleased to report that ScS continues to trade in line with expectations and has had a good start to the current financial year. Like for like order intake (including House of Fraser) has progressed as expected, and for the 16 weeks ended 14 November 2015 is up 7.9%, a pleasing performance against particularly strong comparatives during autumn,' Alan Smith, ScS chairman told shareholders.

ScS has confirmed that its next store opening is in Bromborough, Wirral, scheduled for 26 December.

'We continue to look forward to the year ahead and beyond with confidence,' said the board.

Shareholders will be next updated on trading in February.

Against the grain: two winners for wood award

*Benchmark Furniture and Raw-Edges Design Studio shared the top award in the Wood Awards. The judges felt the Bespoke category was so strong that two of the shortlisted projects should win a Bespoke Furniture and Product Wood Award: Raw-Edges Design Studio's Endgrain and Benchmark's Ves-el.

Endgrain showcases the possibilities provided by dying wood instead of painting it. Staining the wood all the way though leaves it consistently saturated. Endgrain was fitted as a grid-like wooden floor creating coloured pathways through the gallery of Chatsworth House. The idea for the timber soaking came from xylem, the water-conducting tissue found in trees.

Jelutong Timber and Southern Yellow Pine, supplied by Jennor Timber, were used. The judges were excited to see colour used in wood, which is unusual, and admired the studio's initiative.

For Ves-el, Gareth Neal was invited to architect Zaha Hadid's office to work with her design team, using the company's modelling software to design Ves-el. From this came the idea of extruding the form along one of its axis with a slit opening at the end. Neal was interested in the idiosyncrasies of traditional hand processes such as a hand-thrown pot or a raised piece of silverware, and how simulating these could be achieved through digital imitation. The vessels were made in two parts

on a CNC machine. The judges felt this was a winner because of the combination of the process and the finished result which, they said, had an intensity of energy.

The Student Designer award was won by Royal College of Art student Simin Qiu for End Grain stationery accessories, made from cutting the end grains from offcuts and gluing them together. Building Crafts College student Emma Leslie won the Student Designer People's Choice Award for her slatted chair.



Endgrain was used at Chatsworth House

Pay rate row puts Sunday trading plans on hold

Retailers in England and Wales may have to pay staff more to work on Sundays if the government presses ahead with plans to liberalise Sunday trading.

Faced with defeat in its attempt to allow local authorities to set Sunday opening hours, it has put the plans on hold until it can convince rebel Tory backbenchers, some of whom object on religious grounds, and the SNP which

fears the higher Sunday pay rates in Scotland will be lost.

Business secretary Sajid Javid now has to reach a deal with the SNP's Westminster leader Angus Robertson, who is demanding that Sunday premium pay rates given to Scottish workers will be guaranteed and apply across the UK.

'We are keen to protect workers' pay in Scotland and the rest of the UK. Given

there were no guarantees or safeguards from the government that would protect shop workers' pay, we were pledged to oppose their plans and they faced defeat in the Commons,' says Robertson.

'The government now needs to go away and think again about how it can provide the necessary guarantees and safeguards to shop workers.'

if only there were 76 days of Christmas...

We'd be able to bring you a lot more than a partridge in a pear tree, two turtle doves, three French hens, four calling birds, five gold rings, 6 geese-a-laying, seven swans-a-swimming, eight maids-a-milking, nine ladies dancing, 10 lords-a-leaping, 11 pipers piping and 12 drummers drumming.

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In fact,

We've **76 brand new items** coming to the Furniture Show next month, including three fabulous new collections. A stunning traditionally styled oak collection for living and dining featuring **36** different items, a **17**-strong contemporary industrial look range featuring aged oak with metal frames and **15** wonderfully natural wicker storage and furniture pieces. We are also welcoming **7** new pieces into our hugely successful Oakham collection. In all, we've **398 different items** and that is more than enough to see you through until next Christmas.

You'll be able to find Kettle Interiors at the following shows early next year

IMM

Cologne

Mon 18 - Sun 24 Jan
Koelnmesse, Cologne
Hall 5.2 Stand B053

The January

Furniture Show

Sun 24 - Weds 27 Jan
NEC, Birmingham
Hall 4 Stand D20/C24

The Northpoint

(Scotland) Show

Sun 31 Jan - Tue 2 Feb
Edinburgh
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The

Springfair

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MBO at Lee Longlands



Darren Campo (left) with Glenn Williamson and Ian Morgan of RBS who advised on the MBO

The management of Midlands furniture group Lee Longlands has completed a management buy out 'protecting the core values of the business.'

Darren Campo, Steve Tressler and Robert Lee have invested an undisclosed multi-million pound amount securing a 72% stake in the six-store retailer.

The trio wants to increase this to 100% in the next three years by buying the remaining shares from the original family members, who will have no say in the running of the £18.7m chain.

'This MBO ensures the retention of the leadership team and enables a more longer term strategic focus, which will ultimately help the business to achieve its aggressive growth targets,' says Campo, Lee Longlands financial director.

'This deal isn't about change, it's about protecting the core values of the business, which have been in existence since the company was formed over 100 years ago. It's about continuing to put the customer first throughout the lifecycle of the buying experience, from initial contact with our sales team, right the way through to post delivery care. These are the values which the business was built upon and which we will continue to focus on,' he adds.

The group employs 107 staff and has stores in Birmingham, Derby, Cheltenham, Leamington Spa and two in Abingdon.

Anbo secures bank backing for import push

Wood flooring importer Anbo International has secured financial backing from its bank as it looks to grow significantly.

The undisclosed loan from HSBC Corporate Banking will allow Anbo to increase the amount of flooring it imports. It currently imports 460 containers a year and wants to increase this to 1,700 containers over the next five years, which it says will make it the largest importer of wood flooring in the UK.

Guren Zhou, Anbo chief executive, says 'Continuing to work with HSBC was an obvious choice for us. Anthony [Reed, HSBC Hampshire area director] and his team have consistently provided a high level of support over the past eight years and have taken the time to understand how we work and what our requirements are. This latest round of support has really given me the confidence to keep growing my business and look at new ways of expanding our offer.'

Expansion for Acclaim

Acclaim Upholstery is to open new premises and significantly boost its workforce following increased demand.

The Long Eaton manufacturer is to open two units in nearby Castle Donington and is looking to employ 55 extra workers in the coming months, increasing its staff by more than half.

'We're very pleased to be expanding into these additional premises and taking on new staff,' says Aiden Travers, Acclaim commercial director. 'This will help us to meet the increasing demand for our high-quality, hand-made English upholstered furniture.'

The company will retain its Long Eaton factory.

House prices up in October

UK house prices rose by 3.9% in October compared with 2014, according to Nationwide.

Property values increased by 0.6% compared with September, the building society said, putting the cost of the average home at £196,807.

Economic conditions aided affordability levels despite record average prices, says Robert Gardner, Nationwide chief economist. 'Historically low interest rates have helped to offset the negative impact of rising house prices on affordability.'

For first-time buyers, Nationwide's figures show that mortgage payments make up just under 35% of take-home pay, markedly less than the 52% in 2007.

Fludes to take concession in Beales store

South coast flooring chain Fludes is set to open its seventh branch early next year, taking space in Beales' flagship Bournemouth department store.

Fludes will occupy 1,300sqft on the store's furnishings floor alongside beds,

upholstery, cabinet, curtains and Kelaty rugs.

'The department will be offering many branded flooring products across the product areas and will aim to provide Beales customers with a high quality of

flooring with great levels of customer service,' says Andy Laird, Fludes md.

'We are building on the experience gained at our new Brighton store [at C&H Fabrics] which has now been successfully trading for five months,' he adds.

Business Opportunities Flourish at Comprehensive Industry Event

From carpets to bathroom textiles, bedroom linens to cushions, kitchen textiles to fabric wall coverings, as well as textile items for babies – the **Hong Kong International Home Textiles and Furnishings Fair** is where the world comes to source products for the home and interior spaces. It also provides an unparalleled opportunity to assess the latest trends and innovations, as well as to network within the industry.

The coverage of all sectors is comprehensive, not only in product range but also in styles – from everyday necessities to opulent special pieces, from traditional patterns and looks to highly modern, contemporary designs.

The 2015 edition of the fair featured 246 exhibitors from seven countries and regions, including new participation from Indonesia, Belgium and New Zealand. Around 18,500 buyers from 106 countries and regions attended – underlining the importance of the show globally.

Inspirational Highlights

The Hall of Glamour is a proven platform for those looking for high-end, design-led textiles and furnishings. Keywords here are quality and innovation, both in terms of the look and the performance of the products. Many of the exhibitors display complete collections, encompassing brand identity and on-trend themes. The sophisticated surroundings of this zone add to the professional atmosphere to be experienced in the zone.

Green products as well as hotel supplies are attracting attention among consumers. The fair enables buyers to easily locate a good array of green products and hotel supplies throughout the fair.

Specialist Zones

The fairground is divided into themed areas, encompassing key market categories, including:

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 **Upholstery & Furnishing Products**

 **Bathroom & Kitchen Textiles**

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The Product Demo & Launch Pad, seminar series and the networking reception provide buyers with a total experience and numerous ways to enhance business and market knowledge.

Visitors can also take advantage of the myriad business opportunities presented at the concurrent HKTDC Hong Kong Houseware Fair. This well-established event is the largest in its category in Asia and is abuzz with ideas, trends and the latest products.

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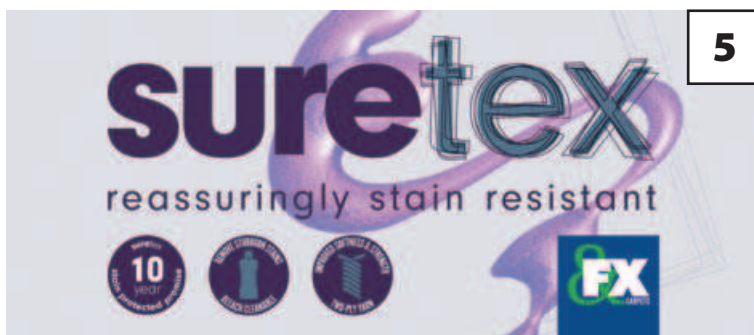


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2 Floorwise's flooring tools catalogue makes it easy to find the perfect tools for the job, bringing together the best tools from the leading brands. Selected for functionality, practicality and enduring quality, tools in the catalogue are considered the finest available.

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3 Quick-Step Master Installer, David Bacchus of The Wood Flooring Company, accredited at the **Academy for Excellence in Flooring** was called in to transform the tired and rather shabby art-room floor of Stockport Grammar School. His answer was the new Ambient Click+ range from the Quick-Step Livyn luxury vinyl collection.

Visit: www.quick-step-academy.co.uk

4 In collaboration with the Verner Panton estate, **NORR11** has re-released Verner Panton's The Relaxer Rocking Chair (VP011) in a modern version using Australian wool. The Relaxer One Chair is now available in either a black American oak base with black leather

or Stone Grey or Anthracite wool upholstery or a natural American oak base with either Mocca, Natural or Forest wool upholstery.

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Fforest Fach, Swansea • 10th September 2015

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Richard Rutherford • G. Rutherford & Co. Ltd.,
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Richard Renouf

Gripping tales

Poor gripper fitting causes many problems

The leaning Tower of Pisa is curved. When the structure started to sink on one side the builders tried to compensate by making the higher floors taller on one side than the other, so there's no hope of ever making it look straight. It was destined to tilt before building even began because the foundations were wrong.

So what's the connection with carpet gripper? Because grippers are as important to a good fitted carpet as the foundations are to the leaning tower of Pisa. If the gripper's wrong, the finished job will suffer. It may not be a sexy product, but poor gripper fitting is the cause of more carpet problems than anything else. It will allow the carpet to come loose, ruck and fray: problems that are often wrongly blamed on the carpet manufacturer.

Gripper has three important – critical – parts: the angled front edge, the pins, and the fixings to hold it to the floor.

The angled front edge forms a dovetail slot that holds the edge of the carpet. If the gripper is too far from the skirting

boards the edge will ride up and allow the carpet to come off the pins, work loose, ruck and fray.

The gap between the gripper and the skirting should be two thirds of the thickness of the carpet – usually no more than 6mm-8mm, and not the thickness of the fitter's thumb or finger. This ensures the carpet is held securely.

A tucking knife needs to be used, not a bolster and hammer that damages the gripper edge and stops it working. The gripper must be cut carefully to fit around shapes such as architraves to maintain the correct gap all the way round.

For Saxony carpets, the gap should be just wide enough to accept the backing and squeeze the roots of the pile.

Gripper pins hold the tension in the carpet. Be careful not to flatten them – use a tack hammer not a large headed claw hammer. Every piece of gripper, even the small pieces cut to go round architraves or radiator pipes, should have at least one pin in them. It'll mean a tiny amount of gripper wasted, but less

chance of a loose bit of carpet. And on stairs, the gripper should go the full width; half sticks leave gaps at each side that mean the carpet can never be tensioned properly at the edges.

Finally, the fixings. Nails are often pre-fitted, but there are different nails for different floors. There should be at least two fixings in every piece of gripper, and within 25mm of each end. This stops the gripper flexing or turning.

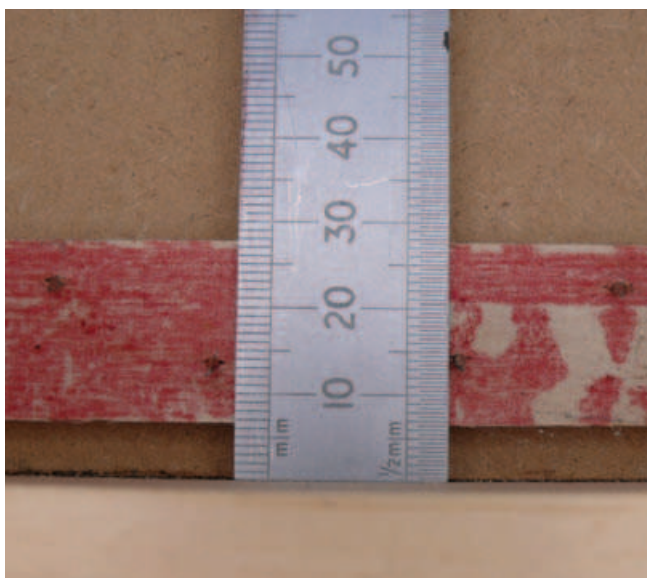
Many modern staircases should not be nailed as it damages the stairs and they become creaky, so staples or glue are necessary.

Where there may be pipes under floors the gripper should be cut to short lengths of about 150mm and glued, using a fast setting adhesive or allowing plenty of time for the adhesive to set.

Out of sight, out of mind? You'd be out of your mind to take short cuts with the gripper.

Visit: www.richard-renouf.com

Richard Renouf is an independent furnishings consultant



The gap between gripper and carpet: two thirds of the carpet's thickness



Too wide and the carpet will lift



Maintain the correct gap even round architraves



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The right words

Research shows what consumers are searching for and which keywords will lift online presence

InsideOnline's *Flooring Digital Insights* report confirms that for consumers, researching online is a vital part of the shopping experience. Google searches for the word 'flooring' have increased since 2013, although this is likely to have been influenced by the improved economy.

Bar a handful of weeks, searching for flooring was constantly higher every week this year than the previous two years. It also shows that interest peaks

around August, drops in September before recovering in October. In 2013 and 2014 searches then dropped significantly until a late December surge.

Carpetright is the most searched for flooring brand, according to the research. The chain was searched for an average of 201,000 times a month on Google between October 2014 and October 2015.

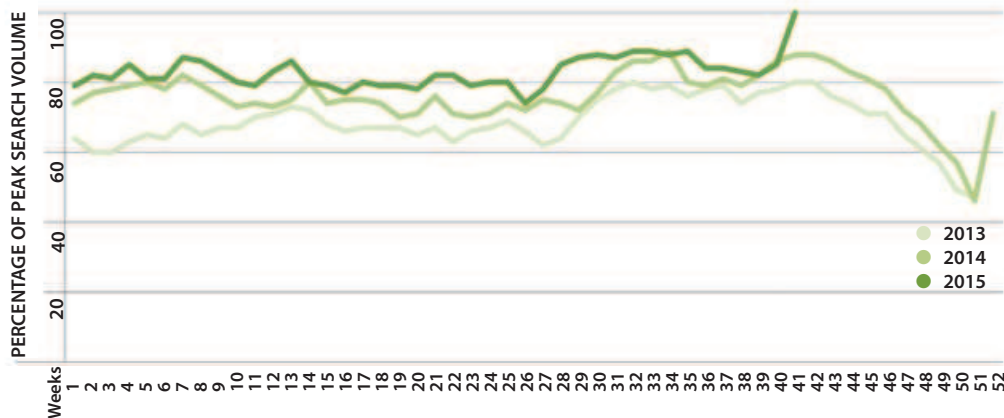
Karndean was the second most searched brand, with 27,100 searches a

month followed by Amtico with 18,100. There was then a large gap to Quick-Step (2,900) and Topps Tiles (2,400).

These were followed by Factory Direct Flooring (1,900), Floors2Go (1,000), Flooring Supplies (590) and Fired Earth. No other brand received more than 500 searches a month.

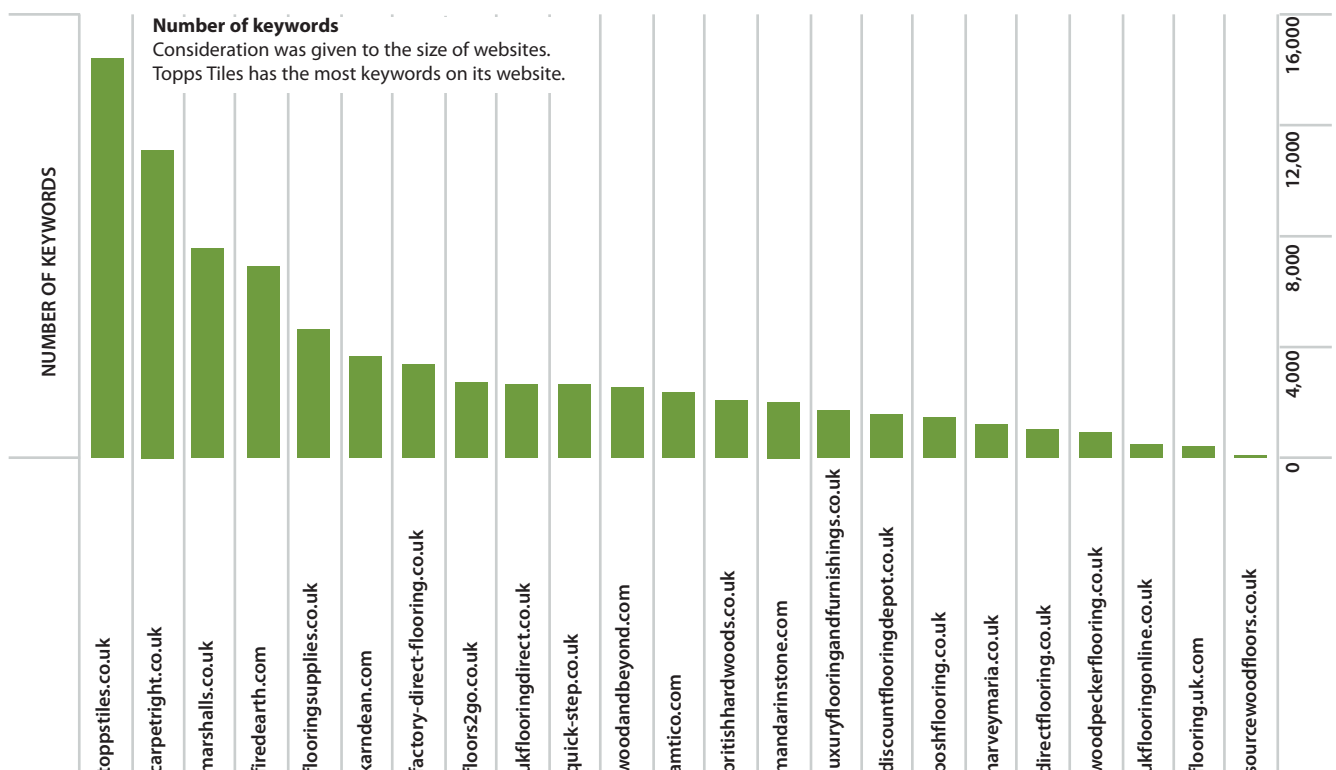
Some 52% of searches were on computers, 48% on smart phones or tablets.

Visit: www.insideonline.co.uk



Seasonal trends

The graph shows how the UK weekly search volume for 'flooring' compares between 2013 and 2015. The data has been normalised, therefore the trend lines show the percentage of peak search volume. Note that the seasonal trend is just for a single keyword and is unlikely to represent the overall search volume within the industry.



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Keyword competitiveness

These charts show how monthly search volume for each specific keyword compares to the organic competitiveness of each keyword. Such analysis helps to identify low hanging fruit within the industry: keywords that have substantial search volume, but with limited competition in the search results. An effective search strategy will constantly review keyword strategy, examining short, medium and longer-term goals. How does your keyword strategy compare?

In terms of the number of keywords, Topps Tiles has the most on its website, numbering more than 14,000. This is followed by Carpetright, paving firm Marshalls, Fired Earth and Flooring Supplies.



Keywords

* closely related statistics

- 1 Carpet
- 2 Tile
- 3 Carpets
- 4 Vinyl Flooring
- 5 Flooring
- 6 Vinyl Floor Tiles
- 7 Lino Flooring
- 8 *Wooden Flooring
- 8 *Wood Flooring
- 9 Kitchen Floor Tiles
- 10 Laminate Flooring Sale

- 11 Cheap Laminate Flooring
- 12 Solid Wood Flooring
- 13 Laminate Flooring
- 14 Carpet Tiles
- 15 Floor Tiles
- 16 Engineered Wood Flooring
- 17 Kitchen Flooring
- 18 Parquet Flooring
- 19 Bathroom Flooring
- 20 Hardwood
- 21 Bamboo Flooring

- 22 Linoleum Flooring
- 23 Linoleum
- 24 Hardwood Flooring
- 25 Vinyl Tiles
- 26 Floorboards
- 27 Wooden Floors
- 28 Wooden Floor
- 29 Cushion Flooring
- 30 Laminate
- 31 Laminate Floor
- 32 Cheap Flooring

- 33 Real Wood Flooring
- 34 Solid Oak Flooring
- 35 Black Laminate Flooring
- 36 White Laminate Flooring
- 37 Cheap Vinyl Flooring
- 38 Floors Direct
- 39 *Flooring Direct
- 39 *Engineered Oak Flooring
- 40 Tile Effect Laminate Flooring



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Keyword competitiveness



41 Laminate Wood Flooring
 42 Ceramic Floor Tiles
 43 Vinyl Floor
 44 Hardwoods
 45 Wood Floor
 46 Carpet Prices
 47 Carpet Sale
 48 *Stone Flooring
 48 *Carpet And Flooring
 48 *Floor Coverings
 49 Reclaimed Wood Flooring
 50 Berber Carpet
 51 *Waterproof Laminate Flooring
 51 *Vinyl Flooring Bathroom
 51 *Bathroom Vinyl Flooring
 52 *Laminate Flooring Underlay
 52 *Bathroom Laminate Flooring

53 *Discount Flooring
 53 *Engineered Flooring
 54 High Gloss Laminate Flooring
 55 Floors
 56 Best Laminate Flooring
 57 *Vinyl Plank Flooring
 57 *Kitchen Flooring Options
 58 Floating Floor
 59 Commercial Flooring
 60 Vinyl Flooring Roll
 61 Luxury Vinyl Flooring
 62 Floor Vinyl
 63 Wood Floors
 64 Kitchen Laminate Flooring
 65 Carpet Sales
 66 Kitchen Floors
 67 Engineered Wood

68 *Cheap Wood Flooring
 68 *Wood Flooring Sale
 68 *Carpet Fitting
 69 Cheap Wooden Flooring
 70 Vinyl Flooring Kitchen
 71 Parkay Flooring
 72 *Walnut Flooring
 72 *White Wood Flooring
 73 Walnut Laminate Flooring
 74 Tile Flooring
 75 Ceramic Tile
 76 Bathroom Suites
 77 Wood Laminate Flooring
 78 *Vinyl Click Flooring
 78 *Click Vinyl Flooring
 79 *Timber Flooring
 79 *Natural Wood Flooring

80 Laminate Tile Flooring
 81 Floor Covering
 82 *Flooring Laminate
 82 *Dark Wood Flooring
 83 Laminate Flooring For Bathrooms
 84 *Carpet Stores
 84 *Laminate Floor Underlay
 84 *Vinyl Bathroom Flooring
 84 *Kitchen Vinyl Flooring
 84 *Kitchen Floor
 84 *Marble Flooring
 85 *Parquet Floor
 85 *White Oak Flooring
 86 White Vinyl Flooring
 87 Slate Flooring

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Function reimagined

Recipients of the German Design Awards

The German Design Award is the German Design Council's premium prize. A jury of 22 international judges comprising designers, brand consultants, design professors and journalists selected the Gold and Winners for the furniture and home textile and home accessories categories. Oliver Grabes, head of design at Braun, and designer Sebastian Herkner who is creating the 2016 Das Haus at IMM Cologne next month, were on the judging panel. Here are a selection of their choices, with comments from Grabes and Herkner. The awards are due to be presented at Ambiente in February.

Visit: <http://gallery.designpreis.de/en>



FURNITURE GOLD

Ligne Roset's Beau Fixe by Inga Sempé Design

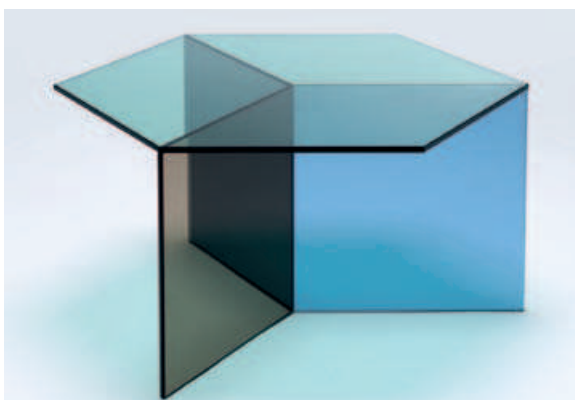
'Beau Fixe is an extremely comfortable upholstered sofa with a high level of craftsmanship and a reinterpretation of the traditional wingback chair. Characteristic of this intelligently designed piece of furniture is the combination of two complementary parts: a lateral metal frame structure and an upholstered cover. The uniquely designed frame functions like a clasp, folding the cover into different parts and thus forming the armrests, seat, chair-back and wings. It is an elegant/casual piece of furniture that radiates practicality, straightforwardness and spontaneity. It is a beautiful and innovative solution that represents a truly new, unique design.'

Furniture winners



Skagerak's George Mirror by Christina Liljenberg Halstrøm

'Two slender poles hold a mirror. It doesn't get any simpler than that. And yet this technically reduced, downright symbolically designed piece of furniture – which is simply leaned against the wall – is a true eye-catcher. The poles of untreated or painted-black oak are both the frame and the supports and even allow something to be hung on them – what a great solution.'



Neocraft's Isom by Sebastian Scherer

'The most peculiar aspect of Isom coffee tables is their aesthetic toying with optical illusions. The table surface, a hexagonal area of transparent glass, is set on three differently coloured squares, the edges of which create an isometric image of a dye. It is an impressive and sensual object with an incredibly aesthetic finish. The glass table is available in two versions: Isom Square and Isom Oblong.'



Plank's Remo by Konstantin Grcic Industrial Design

'Remo is a simple, down to earth form-block chair and a beautiful example for how it can look when hand-crafted tradition is united with the latest production technologies. A characteristic feature of the stackable chair is the T-shaped back that is positively connected with the saddle-like arched seat through a special procedure. This symbolic two-part construction leads to an extremely light but strong seat that offers exceptional comfort.'



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DESIGN

Muller's Stack by Kressel + Schelle Design

'Stack is not just a painted metal sideboard that can be individually modified in width, height and colour, it is incredibly flexible when it comes to its storage compartments. Open storage compartments can, for example, be combined with closed boxes, or a choice can be made between cabinet doors and drawers. A modular shelf with a minimalist design that is suitable for many decorative styles due to its flexibility.'



Minimum's m01 by Studio Mark Braun and manufactured by Thonet

'There are many table stands, the m01 being one of the few that is height-adjustable. But even in form this furniture is fun, because in an ironic way it quotes the concept of a classic bicycle frame with handle and saddle bars. Just like for a bike, both can simply be pulled out and adjusted to the desired height with a quick-release lever. A beautiful, consistently implemented idea that despite its figurative impression is extremely functional.'

Expormim's Frames by Hayon Studio

'In the Frames furniture collection, traditional outdoor furniture for the interior, and thus for use all year long, was newly interpreted. With a classic framework structure produced in a bending technique that forms three surfaces and a covering of woven wicker, the designer, whose signature is clearly recognisable, succeeded in producing a beautiful piece of traditional crafted art.'



Rolf Benz's Tira by Joachim Nees

'Luxurious-looking arms resting on filigree metal frames, delicate backrests, ergonomically formed and extremely comfortable seat and back cushions with high-quality upholstery and precise decorative stitching as well as loose adjustable back cushions are all decisive elements of the Tira sofa. With one simple movement, each of the three back cushions becomes an additional seating surface and the sofa becomes a sofabed or sofa island. Since the extension mechanism for each module permits a continuous setting as well as intermediate settings, the sofa can be flexibly arranged to change its character.'





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Bedfordshire, Buckinghamshire**
Richard Cooper 07860 525245

Belgium Office
J Peeters 0032 475 71 08 69
0032 51 320 543



RANGE NAME

RANGE NAME	BACKING	COMPOSITION
BEDROOM BLISS	heavy felt	100 % pp
BARBADOS	ab	100 % pp
BROOKLYN	ab	100 % pp
GARDA	felt	100 % pp
GARDA	ab	100 % pp
GARDA SUPREME	ab	100 % pp
FESTIVAL	felt	100 % pp
ISTANBUL	ab	100 % pp
NEW IZMIR	felt	100 % pp
KENSINGTON carved	woven	100 % pp
MILANO	ab	100 % pp
NAPELS	felt	100 % pp
NORFOLK	felt	100 % pp
NEW FARO	ab	100 % pp
NEW FARO	felt	100 % pp
MANHATTAN	ab	100 % pp
OPERA	ab	100 % pp
PICASSO	felt	100 % pp
PALERMO	ab	100 % pp
PRADO	heavy felt	100 % pp
QUEENS	ab	100 % pp
RICHMOND	woven	100 % pp
HILTON	woven	100 % pp
ROMA	felt	100 % pp
RACHEL	ab/felt	100 % pp
SATURNUS	felt	100 % pp
SYMPHONY SYMPHONY	ab	100 % pp
SENSUALITY	ab	ZETALON
SENSUALITY DELUXE	ab	ZETALON
SIENNA	felt	100 % pp
SILKY	ab	ZETALON
TELSTAR	felt	100 % pp
TORINO	felt	100 % pp
TORINO	ab	100 % pp
TORONTO	ab	100 % pp
VANCOUVER	ab	100 % pp
BERNABEU	preco	100 % pp
NOU CAMP	preco	100 % pp
OLD TRAFFORD	preco	100 % pp
OLYMPIC	preco	100 % pp
SAO PAULO	preco	100 % pp

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DESIGN



Tacchini Italia's Pisa by Martin Claesson, Eero Koivisto, Ola Rune
 'Pisa is an elegant, minimally designed armchair whose half-rounded, high seatback forms an intimate space that semi-encloses the person sitting in it and in so doing provides space for privacy. The characteristic line-work – the slightly slanted chair back and the cut profile – become effective when one takes a seat in the armchair – a technically reduced, functional design.'



B&B Italia's Papilio Shell by Naoto Fukasawa Design
 'The technically reduced design of Papilio Shell is inspired by a seashell. The shell and rotating frame form a harmonious unit of timeless elegance. The wonderfully comfortable shell chair is reminiscent of Danish classics, but boasts sufficient autonomy – sleek and beautiful.'



Paola Lenti's Move by Studio Francesco Rota
 'Move is a modularly designed, incredibly flexible sofa. It is either laid directly on the floor or rests on stainless steel feet, the armrests are removable and can be freely positioned. The cover is also removable and can be adapted to individual demands. An exciting sofa solution that allows for an infinite number of compositions that range from cosy to formal.'



Wittmann's Mono by Studio Marco Dessi
 'Mono is a compact, almost delicate chair with footstool. Crisp edges and beautifully clear lines help it to appear incredibly light. The piece, offered as a single armchair, integrates harmoniously with other sofas thanks to its minimalist design. A highly elegant design that is also extremely comfortable.'



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Interstil Diedrichsen's W2 by Frank Greiser

'The W2 is an intelligent mounting system for drape-style curtains that combines fabric and technology. The concave shade mirrors the folds of the drapery and gives it an expressive prevalence. In contrast to typical track systems on the market, W2 highlights the mounting and uses the shadow gap with the ceiling to create an image of graceful elegance and flow. The glider channel allows for perfect sliding and is hidden from view, leaving none of the fastening elements visible. The curtain appears to float beneath the track. Perfect for demanding interiors.'

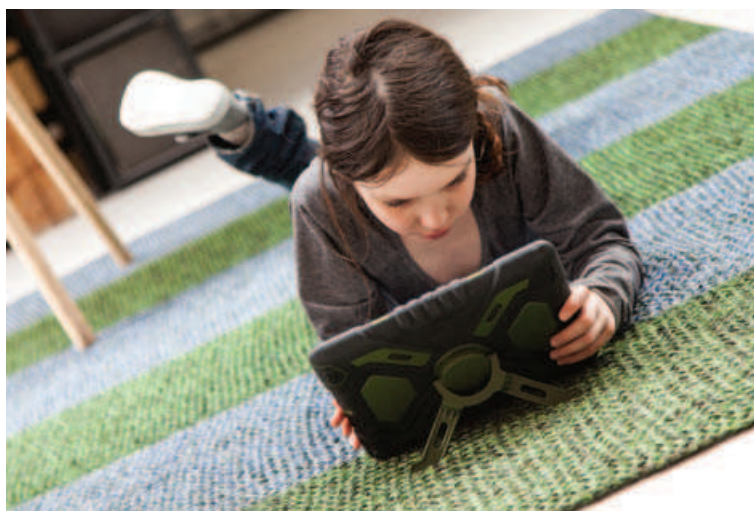
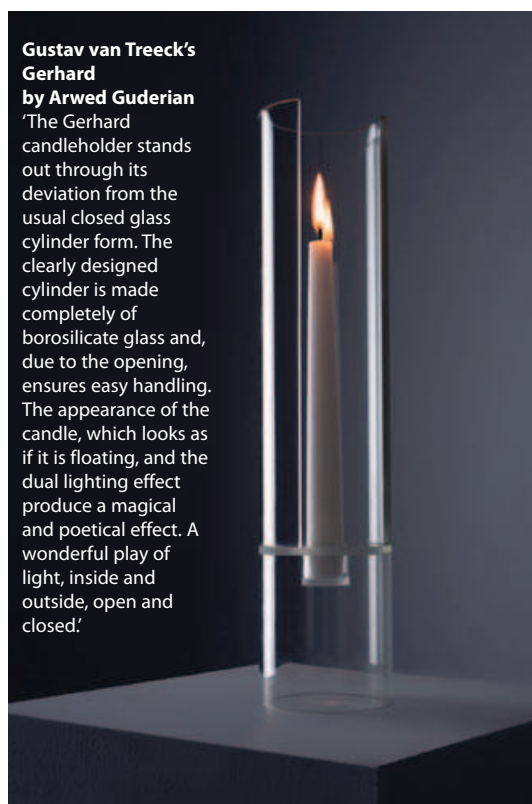


Rosenthal's Nightingale by Dante – Goods & Bads

'The Nightingale table lamp puts the structure and the construction of a lamp totally and in the truest sense of the word, on its head. Its shade is turned at a 90deg angle and thereby creates a totally new relationship between the lamp and the reflector. The filigree porcelain body with its carrying straps of leather imitate the iconographic form of an archaic lantern, interprets it completely anew and transposes it through its clear use of form and the soft LED cone of light into the modern world. A terrific light and material experience.'

Gustav van Treeck's Gerhard by Arwed Guderian

'The Gerhard candleholder stands out through its deviation from the usual closed glass cylinder form. The clearly designed cylinder is made completely of borosilicate glass and, due to the opening, ensures easy handling. The appearance of the candle, which looks as if it is floating, and the dual lighting effect produce a magical and poetical effect. A wonderful play of light, inside and outside, open and closed.'



Ruckstuhl's Maglia by Peter Ruckstuhl

'The Maglia carpet collection is made of natural Figue fibres and woven and knitted in a traditional manner, in which the irregularities of the material result in an authentic pattern, which produces a visually interesting effect. The "national fibres" of Columbia were used to produce coffee sacks and agricultural yarn in the past. The collection is offered in 30 expressive tones and colours.'



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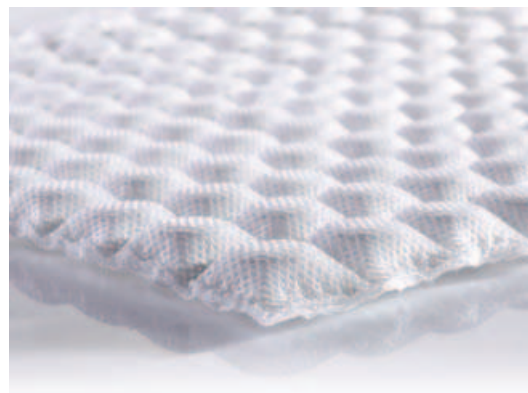
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Nya Nordiska's Snap by Sybilla Hansl

'The innovative curtain system from Nya Nordiska expands the segment with a new dimension in creative design and manageability. The clever detached head and cord system is wonderfully easy to mount and also to remove, and provides any home with a modern and smart look. A playful approach to the subject of mountings, which is also completely new in comparison with standard curtain rails.'



Spinks Springs' Posturflo 3D by Steaven Hodgson and Darren Marcangelo

'Posturflo 3D is a real innovation in mattress technology, as it also enables the use of materials which ensure the highest level of comfort in the core of the mattress, to be used in the cover as well. As the standard mattress technology has been reduced significantly in size as a result of this, entirely new possibilities are available in relation to sleeping comfort. For example, in addition to optimised pressure relief, the Posturflo 3D also improves air circulation considerably, which in turn ensures the atmosphere in bed remains much cooler and dryer.'



Dua's Seismographic by Jono Concepts

'The unusual form of this wonderful vase collection was inspired by aesthetic seismographic drawings recorded during an earthquake. Selected sections of the two-dimensional curve provide the asymmetrical design for the vases. This unexpected and contrarian approach – delicate vase objects made of porcelain versus the raw forces of nature – is storytelling at its best, which makes this fascinating collection even more interesting. The vases, which bear the names New Zealand and Italy, are hand-made in Germany.'

Snug.Studio's Snug.Vase by Snug.Studio

'Snug.Vase is a decorative vase object made from a carton with a geometric form, which is delivered in the form of a pattern sheet that is folded together by the user. It is simply slipped over a bottle or drinking glass, depending on whether the small or large version is selected. This provides a stable foundation for the vase while at the same time solving the water problem. The materials, which are both unexpected and unusual for a vase, and the transformation from a 2D to a 3D object make this product exciting and interesting. Really original.'



T47 Bioactive Textile Wallcoverings by T47 Bioactive Textile Wallcoverings

'The bioactive textile wallcoverings from T47 sustainably improve room conditions. The inorganic salt integrated into the material has a catalytic effect, turning unpleasant odours, contaminants and environmental pollutants into natural, non-toxic substances. Minute silver ions on the textile fibres decimate bacteria, germs and pathogens. Allergy risks are also reduced. With its simple, aesthetic elegance, T47 has managed to combine design and function at an extremely high level. Very worthwhile for both private and office use.'

Look Nörd

Gallery Direct is gearing up for its spring/summer collections



Some of the items in the *Autumn/Winter Look Book*, such as the Bergen Tables and Viva two-seater chair, have a Scandinavian feel and the 'Nörd' look has developed from this

There is never a quiet moment for the Gallery Direct team. Having recently launched the company's *Autumn/Winter Look Book*, it is now getting ready to present a 2016 publication featuring a host of new products.

'From the initial ideas, through development and production, to launching and selling the new products, the whole team at Gallery is involved to ensure their success,' says Peter Delaney, Gallery Direct md.

'The style and quality of the products is obviously of key importance, so we have eight designers working throughout the year. Without the fantastic behind the scenes logistics, we couldn't ensure client satisfaction. Everyone works hard, all year long. The ideas and design of products is a continually evolving process.'

The spring/summer 2016 launch has been developed from the new Nörd look, says Mat Penney, Gallery Direct product director.

'The new designs echo the Scandinavian and Danish designs of the mid-20th century. However, I wanted the range to have a more relaxed and lived-



in feel. We developed a colour palette to complement the beautiful natural tones of the furniture. The elegant design and sophisticated detailing of the Wycombe and Keilder ranges showcase the craftsmanship and solid oak timbers. We have added a stunning range of mirrors, cushions, throws, bedding, lighting and accessories to complete the look,' he says.

The products will be launched at the January Furniture Show where the company will occupy about 10,000sqft

across two stands. Its main double decker stand will be even larger than in 2015, to showcase more products than before from its Hudson Living furniture ranges, along with a selection of mirrors, soft furnishings and accessories.

The second area will have an open feel with more space to exhibit a wider selection of Frank Hudson beds, bedroom furniture and accompanying products.

Visit: www.gallerydirect.co.uk



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Kare Design has found a solution to the problem of weighty concrete

Concrete is a fascinating material and furniture designers are excited by the diverse range of possibilities it offers. With surfaces that can be polished or deliberately left slightly rough, furniture made from concrete by no means makes a cool impression but instead looks inviting, especially in combination with warm shades of metal such as gold, copper and brass.

Combining concrete with solid wood, in particular light-coloured



80370 Square concrete cubes



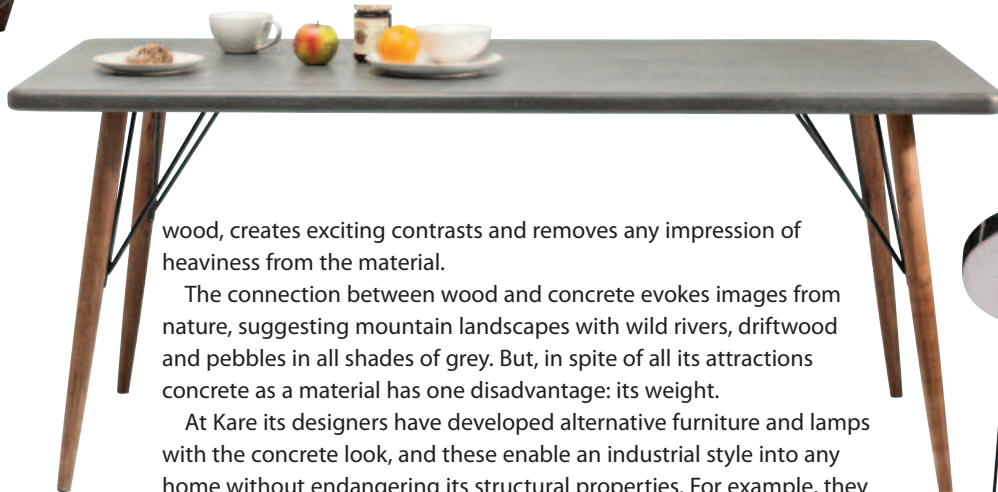
80323 X Factory
two-door cabinet



80369 storage chest in
concrete and oak



80328 X Factory sideboard



80326 X Factory table

wood, creates exciting contrasts and removes any impression of heaviness from the material.

The connection between wood and concrete evokes images from nature, suggesting mountain landscapes with wild rivers, driftwood and pebbles in all shades of grey. But, in spite of all its attractions concrete as a material has one disadvantage: its weight.

At Kare its designers have developed alternative furniture and lamps with the concrete look, and these enable an industrial style into any home without endangering its structural properties. For example, they use cement which looks very similar, or make the surfaces look like concrete by using an exclusive finishing process.

The concrete look is an irresistible match for clean lines and unadorned design, which together with the various nuances of grey, create an atmosphere of calm. This is complemented in decorative terms by green plants, from the Swiss cheese plant with its huge leaves, to cacti and poinsettias, which provide a fascinating contrast to the grey surfaces with their leaf structures and varied forms.

Visit: www.kare-design.com



37622 Art Miami
Gold table lamp
with a concrete
and brass base



80322 X Factory chest of drawers

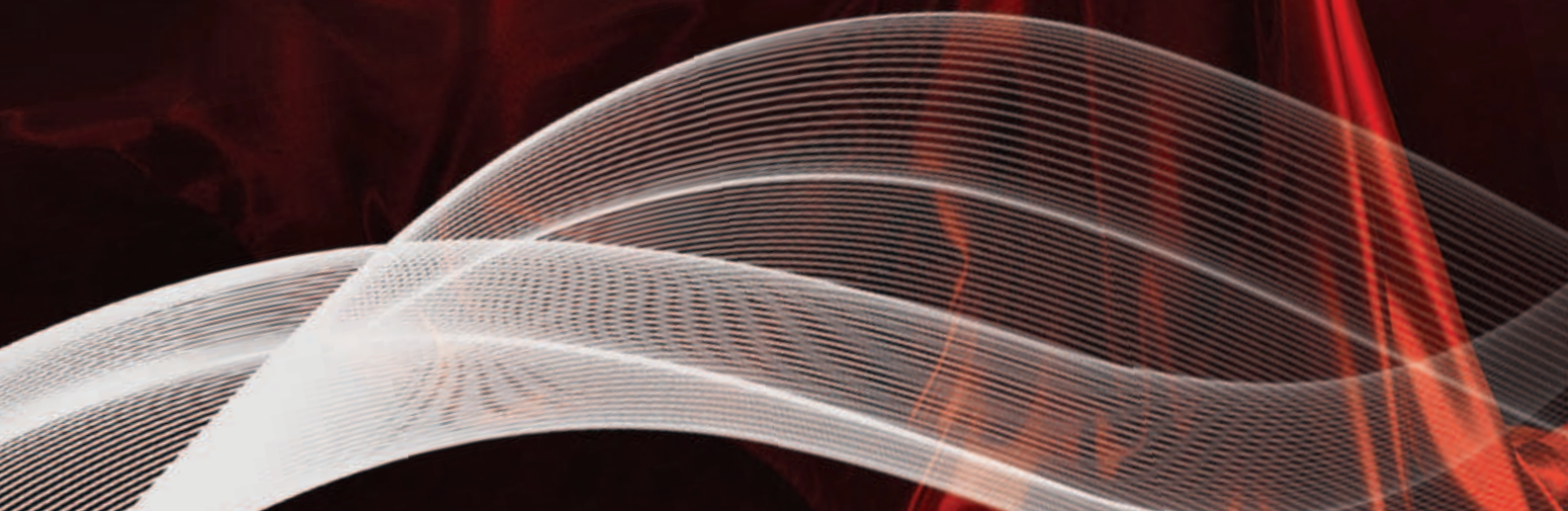


31532 Massy pendant lamp

SATINO[®]
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soft & luxurious
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with a silk-like look





A year on

Spink & Edgar Upholstery is celebrating its first anniversary

Following its launch 12 months ago, Spink & Edgar Upholstery has gone from strength to strength.

'As part of luxury bed maker Harrison Spinks, we have revolutionised the way furniture is made to reinvent comfort from the inside out. Utilising a unique combination of patented pocket spring technology and natural fillings to create a sprung core cushion, each Spink & Edgar Upholstery sofa retains its shape as well as being more comfortable and sustainable,' says Jo Moore, Spink & Edgar Upholstery commercial director.

The range, named after places in Yorkshire, offers contemporary and traditional styles in an array of fabrics. Because everything is hand-crafted at its factory in Yorkshire, consumers can benefit from a bespoke service.

'Following our launch last December we have continued to increase our stockists across the country. Each retailer has been selected to stock the range exclusively in its region, offering a unique proposition for both the retailer and its customers,' she says.

Moore has more than 20 years' experience in the luxury upholstery market, including senior roles at Barker and Stonehouse, Duresta and Collins & Hayes. She is supported by Jason Hibbert, operations manager, with more than 20 years' experience manufacturing high end upholstery and developed the company's range of sofas and chairs.

'It has been an incredible first year which has surpassed our expectations;



Jo Moore; Simon Spinks, Harrison Spinks md; and Jason Hibbert



Harewood

the reaction from both retailers and consumers has been amazing. There was a real demand in the market for high end upholstery that retains its shape while maintaining its comfort – and the fact that it is more sustainable as a result is an added bonus,' adds Moore.

'We wanted to push the boundaries of using time-honoured crafting techniques with world-leading spring technology.

Jason is extremely talented, he designed and developed our unique collection, which has removed at least 60% of the foam and other manmade materials to develop our unique sprung core cushion. We are currently working on new designs and ideas for 2016 and we're really excited about what the next 12 months holds,' she adds.

Visit: www.spinkandedgarupholstery.com



Oulton



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NEW

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Our exciting new website for wool carpet retailers and consumers will offer everything your store needs to create a top class retail experience and be the new website for promoting real wool to consumers. Come along, find out all about it and sign up!



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A zip has been added to Encore cushions

Cushion stars

Fibreline has a policy of continual investment designed to keep it at the leading edge of fillings manufacturing. Established in 1982, it was one of the first companies to manufacture carded fibre cushions for use in the UK upholstery market. Over the years the company has grown to be a leading supplier of not only polyester fibre, but also feather and foam cushions.

As a manufacturer of all three fillings it has been at the leading edge of developing a range of combination fillings for designers wanting to offer something different to the norm. The company intends to continue to be an innovator in this market using its skills and the latest technology to stay at the forefront of cushion design.

Visit: www.fibreline-ltd.co.uk

Zip into action

It is now easier to get to the inner core of Fibreline's cushions

Encore cushions are known for being light and easy to maintain but now Fibreline has made looking after them even easier.

The simple addition of a zip allows easy access to the inner core of the cushion allowing it to be massaged to full plumpness with ease.

Encore has been successful since its launch in 2010 and has two variants: fibre and feather. Cushions have the look and feel of fibre or feather with the recovery of foam.

Encore-Fibre holds the FIRA Gold seal of approval and in FIRA tests it outperformed all other fibre cushions.

A four-year guarantee against sagging provides retailers with confidence in the cushions' performance in seating applications.

The range retains the casual look and at the heart of the cushions is high performance seating foam that allows the cushion to spring back to its original shape again and again. With the advantage of being lighter than a similar sized fibre or feather cushion, it is easier to pick up and plump, although less frequent plumping is required as regular turning of the cushion is enough to maintain its performance.

Visit: www.encorecushion.co.uk



The cushions are available in fibre and feather variants



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Unnia

International styles

Inclass Design's latest collection is the work of designers from three countries

Created by French designer Christophe Pillet, Dunas XS is an extensive collection of chairs and armchairs conceived as an extension of the Dunes family. The collection originated from the combination of two upper bodies with a variety of original bases that allow a range of use in all kinds of contexts and spaces, both residential and public. The chairs can be finished with all of Inclass's fabrics and leathers.

Lundt, by Spanish designer Jorge Pensi, is a collection of armchairs and sofas generated from the combination of a bent wood shell with an upholstered seat and two types of armrests. The outer wooden shell is available in natural oak or walnut veneer and can also be upholstered.

Designed by British designer Simon Pengelly, Unnia is a versatile chair range born from the idea to mix and combine components together to provide infinite customisable combinations. The chairs are suitable for both residential and



Lundt

public use. Its formal identity stands out for its fluid lines, conceptual purity, refinement and timeless spirit.

The collection provides a unique approach to colour, enabling the expression of more potential options, based on 14 colours of plastic.

Further expanding on the possibilities for customisation, the seats and backrests can be upholstered. Unnia is available in various base options and accessories such as writing tablets or linking clips. Unnia chairs and armchairs are stackable. Visit: www.inclass.es



Dunas XS

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PREVIEW



Clockwork Components returns to the January Furniture Show, showcasing its latest products and supplier partnerships including: Omega recliners, Intes webbing, Styling sofa bed actions and OKE upholstery profiles. Its sales team will be on hand to show the latest in innovative components and accessories for the upholstery and bedding sectors.

Visit: www.clockworkcomponents.com



With more than 40 years of experience, Furmanac offers an extensive choice of luxury and innovative designs in adjustable beds, divans, upholstered beds and chairs, all with a five-year manufacturer's guarantee. New styles will be added to the MiBed, MiChair and Hestia collections.

Visit: www.furmanac.co.uk

Run like clockwork

In the lead up to the event exhibitors reveal what's on offer →→→



Celebrity will add an 'all-action' suite to its range. The Melton's contemporary design with soft, padded, square arms, and simple back detail will be offered in the choice of two colours of wood fascia or with a coordinating upholstered fascia. The Melton recliner is available in five action options plus matching powered or manual two and three-seat reclining sofas.

Visit: www.celebrity-furniture.co.uk



Wade Upholstery returns to hall 1 but with a larger stand, where it will unveil four models and an update to an existing range. Also, expect to see several additional fabric collections offering new and exciting looks.

Visit: www.wade-upholstery.co.uk



Kettle Interiors will be bringing 83 new items of furniture to this year's event, offering retailers a diverse and feature-packed collection of oak, pine and painted furniture.

Visit: www.kettleinteriorsagencies.com

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The new collection from Collins and Hayes for 2015 has been developed by the introduction of Stoop, a relaxed lounge offering deeply satisfying comfort and beautiful styling and attention to detail.

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For more information relating to our ranges and care instructions, refer to our web site:

www.collinsandhayes.com

PREVIEW



To address the requirements of functional living within the home, Shades by Nathan now offers a collection of bedroom furniture. This addition to the Shades family provides a range of high quality beds and storage units, with a timeless appearance and attention to detail.

Visit: www.nathanfurniture.co.uk



Following on from a record year in 2015, Lebus Upholstery will exhibit its 2016 collection on two stands in hall 5. Pictured is Davina, a hunting lodge inspired design that offers the option of both high back and pillow back versions and has already established itself as a winning design.

Visit: www.lebus.co.uk



Breasley is showing its Naked Beds, Medi-Matt and Salus brands, including the latest Bionix mattress collection with its motion drive system. Also on display will be the You boxed mattress range (pictured) featuring exclusive ConiCoil micro pocket spring technology and a 100 night sleep trial offer.

Visit: www.breasleyconsumer.co.uk



Contemporary furniture designer Greenapple promises exciting and inspirational collections, including Country Kitchen, Tusk and Rimini (pictured) with matching coffee, lamp, console, dining tables and chairs.

Visit: www.greenapple.co.uk



Sweet Dreams will be showing off its own-manufacture divans and bedframes, including Adventure (pictured) which offers a choice of diamante or self-buttoned embellishment, as well as extensive new ranges of ready-assembled bedroom cabinet.

Visit: www.sweetdreamsuk.com



Slumberdream will debut its Memory Gel Collection at the exhibition. The company is a member of BFM and FIRA and has applied to become a member of NBF and BCFA.

Tel: 0121 773 6669





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PREVIEW



Victoria Twist will be among Victoria Carpets' products on display. The range has 36 contemporary cool tones and warm shades, complemented by six loop stripes.

Visit: www.victoriacarpets.com



Fashion for your floor: The Plantation Rug Company has been weaving rugs since the 1930s, creating contemporary and traditional rugs. It launches two collections per year that echo interiors trends.

Visit: www.plantationrug.co.uk



Brockway Carpets' Rare Breeds is one of two ranges, alongside Beachcomer, that uses 100% undyed wool. It is available in 10 shades and 4m and 5m widths.

Visit: www.brockway.co.uk



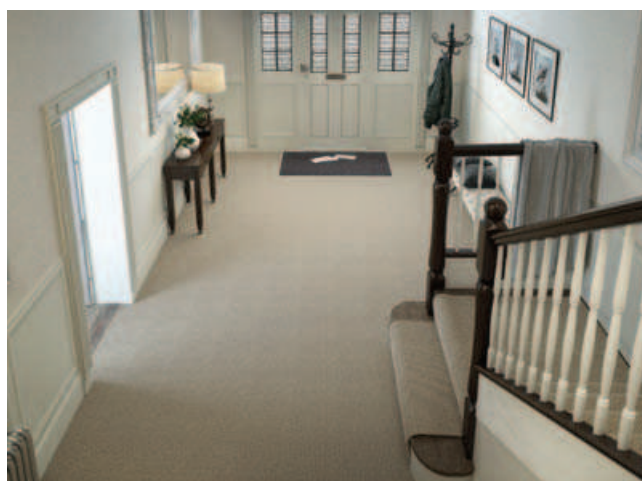
Protect furniture and floors with Stroolmount's range of protection products. Short and long-term solutions are available including the award winning Quickclick interchangeable glide system, which is suitable for all surfaces. It now stocks wood-effect castor cups in 44mm and 60mm sizes.

Visit: www.finchys.com



Celebrate Diversity with Edel Telenzo. Diversity is a two-tone loop pile in 100% three-ply wool with a unique construction, giving it a non-directional woven look. The colour combinations are exciting, uniting warm and cool colours into one beautiful design. It is available in 4m and 5m widths and eight colour combinations.

Visit: www.edeltelenzocarpets.co.uk



Axminster Carpets' Simply Natural has three styles including Ribgrass stipple, created by weaving its Cable-tec wool yarn in a single coloured high loop and dual coloured low loop to create the dappled effect. Colours include natural grasses combined with flecks of deep colour or a gentle grey palette with a contrasting white fleck.

Visit: www.axminster-carpets.co.uk



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PREVIEW



Lisbon

Furniture Origins will continue to showcase new dining and bedroom ranges, adding to the diverse breadth of its product range, which offers

products from classic clean light oak to Urban with reclaimed elm, from French influenced styling to farmhouse, transitional, and rustic

Painted ranges. This year provided opportunities for the company to expand into new areas.
Tel: 07702 603 971



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Furniture Origins

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PREVIEW



Top: Florence
Bottom: Bridgett features Chartreuse colour accents

Opposite page

Top: Olivia

Bottom: Maggie has a new colour palette

Inset: Ashley Manor has been exploring its colour palette

High flying birds

Ashley Manor is expanding its most recent collection

Ashley Manor's Rare Bird collection is proving hugely successful and will be joined by two new models with very different stories: Olivia and Florence.

Olivia fits well with a laid back lifestyle – deconstructed, contemporary, fresh and comfortable.

'Olivia's simply soft neutral theme is accented with a splash of monotone, making for a much loved colour combination. The design features gentle geometric detailing and warming textural weaves. Shapely curves are enhanced by a pin-tuck detail and the slumbersome slouchy seats feel as soft as a comforting cloud,' says Steve Morgan, Ashley Manor sales director.

'Florence is stylish and decadent. Dressed in the finest silky damasks from Italy, this elegant collection is richly decorative and lavish. A precious metal colour spectrum of warm golds, bronzes and glistening silvers is accented with soft lavender notes,' says Mark Smith, Ashley Manor creative director.

'Must-have design detailing includes contrast textured piping and coordinating striped and geometric patterned sumptuous scatters. The latest

colour addition for Florence is classic Mink, a creamy champagne story and a great romantic twist on a neutral theme,' he says.

Anna Taylor, Ashley Manor fabric specialist, adds: 'Full of charm and Tuscan elegance, Italian fabrics really give Florence a European edge. Our latest Damask is bold and characterful and available in a dreamy colour palette featuring classic Mink. Inspired by times gone by, but not forgotten, the elegant contours and lines of this timeless classic sofa will last long in the memories of all who indulge in Florence's simply stunning comfort.'

David Lee, Ashley Manor md, says the latest models have a luxurious and feminine feel to them. 'Our collections are proudly made in Britain. Hand-crafted by passionate furniture experts, each piece is carefully made to order and features hand-turned legs and hand-applied design details and buttoning. Wood is ethically sourced and all timber is FSC certified from sustainable sources.'

The company has also introduced a Moonlight inspired colour palette to the Maggie collection featuring decadent



*Chartreuse
Chartreuse
exotic bird. moss
dark yellow Puffin*





detailing across the finest fabrics. Available in a colour palette from the darkest ebony to neutrals, the latest silver colour story adds an opulent twist to the range. Design features include hand-turned feet finished with the new deep Pewter Glaze, and Moroccan geometric fabric prints. Plump, oversized cushions provide a cosy backdrop and the softest velvets make it a sofa to slink into.

'Maggie is a real beauty. We are bringing the enduring trend for precious

metals into homes. Silvery threads are woven throughout our latest fabrics giving rich depth, texture, and the ultimate in luxurious living,' says Morgan.

Smith says that its Bridgett model has really moved mid-century design on. 'We have made mid-century comfortable. Everyone loves the modern shape of mid-century but want the cosiness that comes with a more generously proportioned sofa, for a softer, more sumptuous sit.

'Bridgett is a sofa collection for the

New Modernist. Impeccably styled with clean lines and simple detailing this range is oversized with deeper, larger proportions. It features fresh Chartreuse colour accents that contrast the cooling grey neutral palette. More block colour options, from Tomato to Blueberry, are also available. These hot shades mix it up and add flavour to the Italian weaves. Sleek geometric pattern is contrasted by the complex and warming woolly base fabric.'

Visit: www.ashleymanoor.co.uk



PREVIEW

Thinking big

Julian Bowen will introduce its largest product launch in January

Following another record year and further industry awards, the team at Julian Bowen is refusing to rest on its laurels. With an incremental 40% of extra warehouse capacity coming on stream in early 2016, the firm is gearing up for its largest product launch at the January Furniture Show.

There is a big emphasis on bedroom ranges, all adhering to the firm's mantra of market-leading quality for tremendous value. 'The new Portland range offers timeless style that complements both contemporary and more traditional bedrooms, with a beautiful painted white finish, capped with a chunky oak finished

top,' says Emmett Lenaghan, Julian Bowen commercial director.

'Elsewhere, the design team has created a fresh new range of on-trend fabric beds lifted by the selection of elegant fabrics and clever storage capability, including a contemporary curved bed in a subtle charcoal linen with two huge drawers, and an exquisitely crafted winged deep-button bed in soft mink velvet fabric for a highly sophisticated finish,' he says.

A range of solid oak beds offering modish practicality will be accompanied by two-tone and white painted options.

Dining furniture continues to be a

strong focus for the company. The range was expanded in mid-2015 and this will be showcased to a wider audience for the first time at the show.

Cayman Dining is a stylised contemporary set that combines glass and solid beech with walnut finish table and matching chairs.

'The Davenport dining table in white and oiled oak veneered top is immaculately finished and combines with a supremely comfortable and elegant cross-back chair to create a highly sophisticated and desirable set,' adds Lenaghan.

Visit: www.julian-bowen.co.uk



Davenport dining set in white and oak



Shaker double bed



Isabel 4ft 6in bed

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Getting on with business

SMG has enhanced its benefits for members

'Our success in the *Interiors Monthly* Awards has led us to brand SMG as "The Award Winning Buying Group" but as we finish 2015 there is good reason for us to assume the mantle of "The Fastest Growing Flooring Buying Group in the UK" too, or perhaps "The Largest Flooring Buying Group,"' says Mike Symonds, SMG head of group operations.

With the group now representing more than 385 retail outlets across the UK, SMG has developed a comprehensive business package that will reward flooring retailers.

'We have had an extremely positive 2015 with lots of new developments in the membership package. This has made

our current members more profitable but it has also enabled us to attract many retailers that haven't been part of a group before; it's a bit of a no brainer,' adds Symonds.

SMG has a suggested solution for all elements of running a flooring business. Retailers that have direct accounts with SMG's approved suppliers benefit from a package of prices, rebates and promotions. The group has also created a strong business services offer to provide value and support for members, with offers on notable items such as credit card rates, energy pricing and a free business support helpline.

'For those retailers currently buying

products from wholesalers we have a profitable alternative called Orderlink. No other group has anything like it. If you need a product, simply call our office and we can get it for you. We sell at the price we pay and that will enable you to quote competitively and make your normal margin,' explains Symonds.

He says retailers should expect to see more developments from SMG in 2016.

'Next year gets off to a flyer with three key developments in January. Retailers can find out more by visiting us at the Flooring Showcase at the January Furniture Show at the NEC from 24-27 January.'

Visit: www.smg-group.co.uk



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Transformers

A Sunderland retailer is the latest to benefit from Metro Group's marketing services



Above: Before and after (left)

Below: POS was also created



One of the key benefits of Metro Group membership is its marketing service. The group is dedicated to respecting retailers' independence and offers assistance to not only provide support for own-labelling and branding, but also bespoke marketing projects.

Recently Metro visited New Image Carpets in Sunderland following a request to assist with enhancing the appearance of the business externally and internally.

New Image was visited by Steve and Adam Moralee in the group's marketing vehicle and they looked at ways to improve the appearance of this long established business while retaining its market position.

'Sometimes the hardest job is to convince a retailer that he needs to spend time and money. On this occasion the retailer was well aware of the need for improvement but was worried about the expense. We took measurements and came back with ideas on how we could cost-effectively boost the external and internal look by not only creating displays and signs, but also renovating

existing signage,' says Steve Moralee, Metro marketing consultant.

This service allows members to discuss their needs with people who have over 25 years experience in independent flooring retail marketing and understand their business.

For New Image Carpets it was decided the building could be used to greater effect to make passing people aware that there was a retailer at this site and also to reassure customers it was a professional business.

The first stage was design, proofing and costing. The new displays and signage were put into production and then fitted by the Moralees.

The existing main sign was renovated,

two new 64sqft colour displays were put either side of the main entrance, along with a replacement shutterbox sign and a graphic to dress the side warehouse entrance.

Internally, upper graphics were produced to tidy the entrance area of the shop which had previously been filled with posters and branded POS. New price cards were designed and printed with professionally set customer notices and POS ceiling cards.

The Metro marketing scheme is unique because all labour from design to fitting is free to members and only the cost of materials used is chargeable. Plus, 90% of all of the work done can be completed in the marketing vehicle, on-site, if required.

'Larger projects are pre-made in our own factory unit with the largest sign so far being 16m in length. The New Image job was surveyed, designed, produced and fitted within three weeks of the first visit. There have been instances where this work has been completed within one business day where retailers have had a pre-arranged visit,' adds Moralee.

Metro, tel: 01204 393 539

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The store, operated in partnership with Salvioni, occupies the site of the former President cinema



Cinema scope

Italian upholstery manufacturer Baxter's latest store was once a cinema ➡➡➡





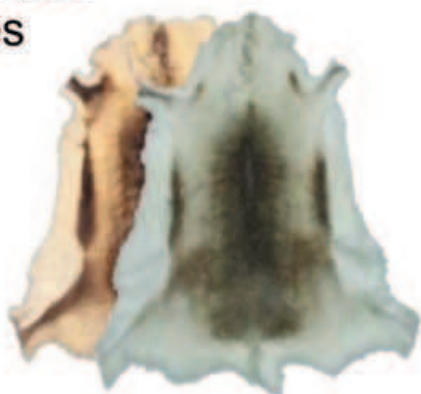
Natural

Cowhides

Printed



Reindeer
Hides

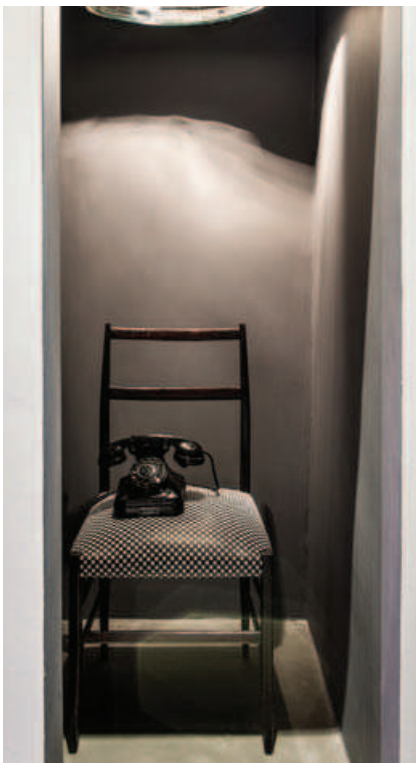


Icelandic
Sheepskins



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RETAIL



The former President cinema on Milan's Largo Augusto reopened as Baxter Cinema last November.

The cinema was one of the first in the city that attached importance to seat comfort, offering a total experience, not just the screening of a film, and becoming a symbol of quality and elegance over the years. However, falling attendances saw it close in 2009. In turn the new Baxter store aspires to be something more than just somewhere to shop.

Original spaces have been restored trying to keep the original raw structure, that is still visible in parts.

There are two floors. The ground floor windows are where Baxter furniture

Furniture is spread over two floors and parts of the original structure have been retained



becomes the main character. Next to these windows there is a Baxter-branded club bar. Cosy and elegant, a meeting-place to relax and have a drink in a space where the qualities of Italy's fine raw materials can be experienced.

A large staircase connects the main road to the underground heart of the building. Here beams of light filter through, creating a fascinating and theatrical atmosphere.

The leading character of the store is the space that was the original screening area of the cinema. Moving among the different areas that characterise the space, visitors can discover collaborations between Baxter and decorating specialists, with some →→→



RETAIL



walls featuring hand-painted wallpaper, created exclusively for Baxter, with irregular geometrical patterns and colour shades ranging from green to purplish red.

Another area has been transformed into a small and refined bookshop dedicated to design. There's also a space displaying different objects made from Baxter's leather, and a cinema suite dedicated to professional home cinema.

The store was created with the aim of making consumers enter a world where they can enjoy furniture, the cinema, books, or have a drink and relax.

Visit: www.baxter.it



Baxter is celebrating its 25th anniversary this year

Top: (from left) Gianni Salvioni, Salvioni co-owner; Paolo Bestetti, Baxter ceo; Luigi Bestetti, Baxter president; and Ercole Salvioni, Salvioni co-owner at the official opening

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REVIEW



MMood's Wings



Nordic nuances

Scandinavian influences were apparent at this year's event

Scandinavian design was important this year, and not just for the Scandinavian exhibitors. It provided inspiration for Mintjens, Moome, B-Seated by BSM, La Forma and Meubelux. Customising was also a theme, as demonstrated by Neococoon, Vandecasteele, Recor and Equilli, for example.

Known for its tables and chairs, Sitino launched its first full range of furniture, while Joli Collection unveiled a home office concept.

Craftmanship it seems is not a forgotten skill, as Theuns, Micheldenolf, Pro Arte, KDB Furn, D-Woods and Leda demonstrated. Passe Partout included



Bax Meubelen Bora



Sitino's oWall



Joli Collection's Marguerite



Business was brisk at the show

relax functions in its lifestyle sofas.

Recor introduced Mali, a living room collection while Belform showed Inca, upholstery designed by Frédérique Boonen.

The show again saw the presentation of Balthazars – 12litre bottles of Drappier champagne, the equivalent of 16 standard bottles – to four category winners.

Joli Collection won the Best of Belgium Balthazar for its Marguerite chair, with the judging jury impressed by its elegant lines.

The Balthazar for Ecology went to MMooD from the Mintjens Group for the Wings table by Gust Koyen from the Flowers&Seeds collection. Wings is a wooden table with a foldout system that works with a bare minimum of metal fittings.

The Most Innovative award went to Sitino for oWall, a design by Axel Enthoven that responds to the trend for compact living.

The trophy for Country Today was won by Bax Meubelen for Bora, a design that translates the country-style trend into a contemporary design.

Other nominated companies were: Boone – Hybride; Domitalia – App; Eastborn – Urban; Evan – Frame; Expo Trading – Mezzo Tondo Crayon; Jan Kurtz – Mira; Jess Design – Marquess; Joli Collection – Home Office; Kreamat – Relax; Machalke – Mille Foliën; MDR Decruy – Koskaan; Micheldenolf – Carrara; Mintjens – Cascade; MMooD – Aztec Outdoor; Mobitec – Enora; Mobitec – Oxford; Nill Spring – Aria; Nill Spring – Evita; Recor – Hamac; Recor Bedding – Flow; Revor – Individual; ROM – Aladin;

Wingoo – headboard and panels; Wingoo – mattress; and Z-Editions – Mine.

UK and Republic of Ireland visitor numbers were stable but exhibitors reported they had seen more British and Irish retailers, suggesting they were buying more than in 2014. Overall, numbers edged up to 19,296 with visitors from non-European countries increasing by 9%.

The total surface area of 70,000sqm was split over seven halls, just like in 2014. With companies having larger stands, there was only space for 275 exhibitors, eight fewer than in 2014. New exhibitors included Julia Grup with La Forma; Bontempi; Easysofa; Machalke; Brühl & Sippold; Hjort Knudsen; and Furninova.

Visit: www.furniturefairbrussels.be

PREVIEW



More than 1,400 exhibitors will take part

Avenue will debut the Ultimate Style collection with 12 designs. The hexagon tile of James has two saturated greys while the herringbone tile of Bilbao follows similar form in four tones. Rounding out tile decors is Impala, its slate-look warmed through brown and mid-grey overtones. From a wood perspective, the weathered chalet-style of Verbier brings ski-resort luxury, while Sorbonne presents a grey-infused classic in two shades. Nomad brings a rich rustic grain that has a relaxed country feel.

Balta will introduce the matt-effect Satino Imprel Opal yarn. The company has retained the supersoft qualities of

Imprel Finesse used in Satino carpets, but with a semi-matt effect that gives the carpet a more natural look for the UK market. Balta will also reveal a new identity for its Sensit collection of extra-soft polypropylene carpets along with developments to the Stainsafe and X-Tron extra-strong polypropylene product lines.

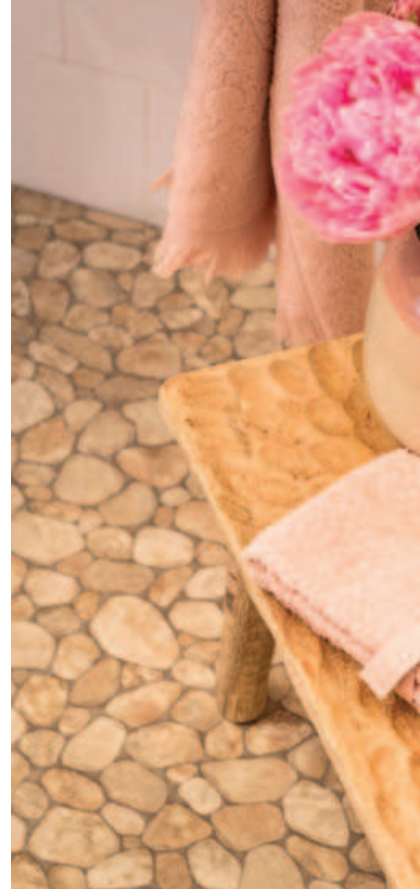
Lano will unveil three SmartStrand products for 2016 alongside colour updates of existing ranges including Beauty, Freedom and Super Freedom, Velvet Dream and Vision. It will highlight 25 tufted rug styles covering contemporary and traditional influences



Top: Louis de Poortere's Mosaïq in Blue Jeans
Above right: Avenue's Calais
Left: Quick-Step's Pulse
Right: Lano's Bella Donna



Left: Balta's Caprice
Right: Leoline's Mikado



with the option of two different edge finishes.

The popularity of architectural looks in the home has inspired Leoline to rework the Quartz Pro collection for 2016, bringing a glittering mineral look in Silver Chips and Prisma Chips with vivid sparkles of multicolour that glisten and change at every angle. The existing Stonemark collection will have 10 decors added including the herringbone stone of Bilbao in four colourways; Arena, a mineral-look tile in four neutral and grey tones and Lucca, taking a more traditional flagstone and reworking it in limestone and light slate interpretations.

Louis de Poortere's Mad Men holds designs inspired by the golden boys of the 1960s who are responsible for some of America's most iconic brand images. The collection is created from high gloss

polyester and cotton chenille and woven on to Jacquard Wilton looms. An eclectic mix of straight and broken lines, dull and shiny yarns, and smooth and rugged pencil strokes, Mad Men is unique even by the brand's own standards.

Louis de Poortere proves with Mosaïq that its traditional roots are not to be forgotten. Combining its vintage looks with bolder tones and textures, Mosaïq is available in eight sizes and five colours with a blend of delicate flower motifs and geometric tribal elements.

Quick-Step will show its Pulse LVT collection, with 24 decors. The company has invested in embossing and cut in register technology along with improving its four-colour printing.

'The new embossing station has prolonged contact between the embossing drum and the planks.

This unique feature makes it possible to add complex and sophisticated textures to the new LVT collection in a controlled manner,' says Laurent Meersseman, Unilin research and development director.

'To recreate a genuine wooden floor effect, we apply a design technique called "plank effect". Here, subtle nuances, high contrasts and variations are added between the individual planks. This prevents floors from looking plain and unvaried. The plank effect can only be achieved by using a very precise cutting, cut in register. Every separate plank is punched out of the slabs on the exact right spot with millimetre precision. Every plank is one of a kind: there are no repetitions in either the plank's décor or structure.'

Visit: www.domotex.de

Platform to promote the benefits of New Zealand wool

Wools of New Zealand will have its largest presence ever at the show. Monochrome will be the colour theme with the Laneve branded Biscayne range from Crucial Trading in raven and mascarpone the showcase carpet.

Rugs will also be to the fore with the shortlist of 15 finalists for the Domotex Shanghai rug competition highlighted in a gallery with five rugs from finalists. These will be complemented by three designs in the Aulana range and also two hand-tufted rugs from Chinese company Dome which is co-exhibiting for the first time.

The other co-exhibitors are: Brockway Carpets; Cavalier

Carpets; Cormar Carpets; Martinelli; Modra; Danspin; and Grentex.

A 3.5m high yarn sculpture will highlight the purity and whiteness of New Zealand wool.

'Domotex is the ideal opportunity for us to show the world how active we are, in conjunction with our partners, in developing a wide range of yarn and product styling concepts. It is also the ideal platform to remind visitors how clean and white our wool is, and perfectly suited to today's neutral colour palettes,' says Joanna Ramsden, WoNZ creative manager.

PREVIEW



Four worlds – one venue

Top Drawer has developed into a bigger all encompassing event

Top Drawer has been synonymous with quality products and innovative design since 1984. In 2012 Home was added alongside the show, followed by Craft in 2014, while Top Drawer expanded into fashion accessories and the greetings sector to cement the show's position as a leading design-led buying event for multiple buying categories.

January will see the event's latest evolution, as four distinctive worlds – Home, Gift, Fashion and Craft – under one, united Top Drawer brand.

'Our dedicated team spends the year cherry picking the best in class across home, gift, fashion and craft. The result is a curated, exciting and inspiring event that presents the up and coming trends, and showcases the very best of each sector. The new look is fresh, premium and contemporary. By simplifying the brand architecture, we are able to focus more on relevant content and engage fundamentally with each of the communities we represent,' says Alejandra Campos, Top Drawer event director

Hosting a record number of exhibitors, the January edition of Top Drawer at

Olympia London will bring together an inspirational showcase of thousands of selected British and international brands and designers.

Home will present an edited global cross-section of products from brands and designers in interior accessories; kitchen and dining; furniture and lighting; and outdoor living for the spring/summer season.

Alessi, Authentics, Black+Blum, Bliss Home, Broste Design, Coach House, Ella Doran, Forma House, Garden Trading, Joseph Joseph, LSA International, Libra, Make International, One World Trading, Pad Home, Robert Welch, Seletti, Skandium, Umbra and White Brand Agency are among the more than 200 brands already confirmed for the show.

'Home at Top Drawer has developed tremendously since its launch. Buyers can now find an unrivalled homeware

selection from leading international brands of the highest quality – a selection that won't be found at any other event in the UK,' reckons Ian Rudge, Top Drawer development director.

Visitors can expect to see plenty of product launches such as the new outdoor living collection from Garden Trading, which will feature its 2016 colourway, Dorset Blue, on a range of its classic, most popular designs.

Canadian homeware company Umbra will debut several products, highlights of which include the Mira Mirror and Stealth Shelf. Pad Living will be presenting eight design brands including Graypants, Ibride Furniture and Lyon Beton. Industry Garden is a collaboration between Belgian designers Studio Job and Italian brand Seletti: together they have produced a range of outdoor furniture with a modern take on

Clockwise from top left:
Coach House;
Pad Home will show
Scraplights lighting by
Graypants;
Garden Trading;
Umbra





traditional decorative ironwork.

Skandium will showcase products from several brands including furniture from Denmark's Skagerak and textiles from Finnish brand Marimekko. The main hall at Olympia will see hundreds of new products from Coach House's new spring summer 2016 collection.

Top Drawer has a proud history of discovering and nurturing new talent. For 2016, Spotted will expand to become the all-encompassing hub for new and emerging brands across the shows and will include the popular Confessions of a Design Geek bursary award.

For the fourth consecutive year, Top Drawer has partnered with Katie Treggiden, Confessions of a Design Geek founding editor to run the bursary. This prestigious award, worth more than £10,000 for the winner, includes a stand within the Home sector at Top Drawer, product showcase at the Barbican Centre store, a one-week pop-up shop at West Elm, a photography shoot, PR, marketing and business mentoring.

'Confessions of a Design Geek was established in 2010 to discover,



champion and inspire new designers. The bursary, a once-in-a-lifetime opportunity for a new designer to kickstart their career, is one of the most important things we do every year. We couldn't do it without the bursary partners and mentors – first and foremost of which is Top Drawer. The team donates not only a stand at the show for the winner, but also a huge amount of support year-round,' says Treggiden.

Craft will also return for its third year with a selection of curated handmade products from more than 150 contemporary makers. Craft at Top Drawer fills a gap in the UK market for a

high quality, trade event which enables leading makers and artisans to meet a substantial audience of international retailers, professional buyers and collectors. The Spring edition will include ceramics, glass, jewellery, fashion, textiles and mixed media.

'Craft will be bigger and better than before. With leading UK and International makers, featuring high quality products, the show has the right identity and atmosphere for high end retailers, professional buyers and collectors,' adds Piyush Suri, Handmade in Britain creative director.

Visit: www.topdrawer.co.uk

Clockwise from top left:

Broste Copenhagen;
Pad Home;
Skagerak;
Industry Garden



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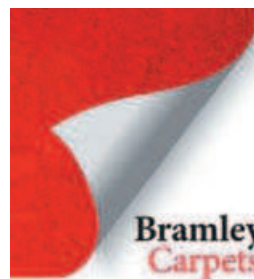
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